

EXHIBIT D

SEAN TESORO

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PROFESSIONAL EXPERIENCE

- 11/02 – Present **MassMutual Financial Group** Hartford, CT
Vice President, Regional Sales Director (AL, TN, GA, MS)
■ Responsible for developing territory of Independent, Regional and Bank Broker Dealers in Southeast
■ Educate and train reps on marketing of MassMutual products and services, conduct client workshops
- 1/02 – 11/02 **Travelers Financial Distributors** East Brunswick, NJ
Vice President, Regional Sales Director (S. California, NV, HI)
■ Developed a start-up territory for newly created Broker Dealer Division
■ Designated presenter for national conferences of SunAmerica Securities, Sentra Securities, and AXA Financial
- 1/01 – 12/01 **Lincoln Benefit Life / Allstate Financial** Northbrook, IL
Regional Vice President (S. California)
■ Customized asset building programs for financial planners using seminars, direct mail, and sales training
■ Mentored and trained five wholesalers in the Western Division Sales Force
■ Awarded First Place, 2001 LBL Divisional Presentation Contest
- 2/98 – 1/01 **Sun Life Financial Distributors, Inc.** Boston, MA
Regional Vice President (S. California / AZ, NM)
■ Marketed multi-managed insurance products and fixed annuities to all Broker Dealer Channels
■ Prospected and secured new sales agreements with upper-management of Broker Dealer firms
■ Awarded First Place, 1999 and 2000 Sun Life National Presentation Contest
- 5/97 – 2/98 **Laffer Associates** La Jolla, CA
Vice President, Chief of Staff
■ Marketed economist Dr. Arthur Laffer as keynote speaker to Financial Institutions
■ Updated macro-economic and industry specific forecasting research
- 2/94 – 4/97 **Putnam Investments** Boston, MA
Senior Regional Marketing Associate
■ Successfully co-managed a \$450 million territory marketing funds, annuities, and retirement plans
■ Awarded First Place, 1996 Putnam Presentation Contest

PROFESSIONAL SKILLS

- Create sales presentations using MS PowerPoint
- Developed database of 200+ sales ideas
- Renaissance Inc. Wealth Management CRT training
- Perform Emerald Client Education Seminars
- ACT! and Goldmine contact management software
- Series 6 and 63, State Life Insurance License

EDUCATION

- 5/94 **Yale University Bachelor of Arts** New Haven, CT
Yale University Varsity Swim Team 1990-1994, with Letter Honors (Team Captain '93-'94)

References Available Upon Request